

SKILLS

- Sales
Expert
- Negotiation
Expert
- Networking
Expert
- Business Development
Expert
- Communication
Expert
- Problem-Solving
Expert
- Leadership
Expert
- Customer Relationship Management
Expert

LINKS

HOBBIES

- Dancing
- Video games
- Bike riding
- Cooking

LANGUAGES

- Hindi
- English

PROFESSIONAL SUMMARY

- Built strong relationships with clients, leading to increased customer satisfaction and repeat business.
- Communicated directly with customers and partners to build strong business networks and relationships.
- Developed customized solutions for clients, addressing their unique needs and helping them achieve their goals.
- Negotiated client contracts and agreements to cultivate profitable business transactions.
- Dealing with Hotel Industries and provided them a complete solution for increase and manage the bookings. Like :- Channel Manager software, Digital marketing, Revenue management etc.

EXPERIENCE

Business Development Executive

Asiatech Solution Pvt Ltd, India, Noida

October 2023 - November 2024

- Negotiated with hotels, homestays, and guest houses to provide tailored channel manager software, digital marketing, and revenue management solutions.
- Assessed and understood client needs to offer customized digital marketing and revenue management services.
- Facilitated partnerships with hospitality providers by delivering channel manager software and negotiating service agreements.

Education Counselor

Institute of management and technology, India, Noida

August 2022 - August 2023

- Assisted PhD students in securing admissions to private universities while balancing their work and study.
- Provided counseling to PhD students on balancing their jobs with academic responsibilities.
- Guided PhD students in managing their professional and academic commitments effectively.

EDUCATION

B.com, Delhi university, India, Delhi

